

Message Text

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46

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W

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R 211020Z MAR 75

FM AMEMBASSY STOCKHOLM

TO USDOC WASHDC

INFO SECSTATE WASHDC 4223

AMEMBASSY COPENHAGEN

AMEMBASSY HELSINKI

AMEMBASSY OSLO

UNCLAS STOCKHOLM 1365

FOR BIC/OIM; EMBASSIES PASS CA'S AND AG OFFICES.

E.O. 11652: NA

TAGS: BEXP, SW

SUBJECT: HOTEL & RESTAURANT EQUIPMENT EXHIBITION. (HRI)

1. MR. BOSTROM OF TERNOFROST WILL TELEX KASON
REGARDING FEE. SWEDISH COMPANY ALSO INTERESTED EXHIBITING
FOR ARDCO, INC., CHICAGO, ILLINOIS. DISCUSSION
WITH KASON COVERS INCLUSION ARDCO ON PA. DECISION
WITHIN A FEW DAYS.

2. LINDENBAUM OF JUNO KOKSUTRUSTNINGAR WILL SIGN
LOCAL PA NEXT WEEK FOR KEATING OF CHICAGO; SILITE;
AND THREE ADDITIONAL PRINCIPALS.

3. ELECTROLUX INFORMED MR. RAMZY OF KELTIC ON
JANUARY 23 THAT THEY ARE NOT PARTICIPATING. TO STC
DECISION APPEARS FINAL.

4. PA AND CHECK \$900 RECEIVED FROM DIXIECUP FOR
AMERICA CAN COMPANY.

5. NEGATIVE BUT NOT DEFINITE REACTION BY AM FOR
WHITNEY DUPLICATOR.

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6. VERBAL FROM ANDERS MELANDER AB FOR THE TONY

TEAM INC. - NOT PREVIOUSLY MENTIONED.

7. NCR DECLINES.

8. REFERENCE WASH 4099. STATUS REPORT INCLUDES
PRECEDING PART THIS CABLE.

A) STC HAS THE FOLLOWING PA'S IN HAND: ALCO
FOODSERVICE; AMERICAN CAN COMPANY; AQUA-MATIC
SYSTEMS; BAKERS PRIDE; BOBRICH WASHROOM EQUIPMENT;
C.A.M.E. (FOR FOUR POSSIBLY FIVE COMPANIES); CECILWARE
FOOD AUTOMATION SERVICE; KROWN PRODUCTS/ENGINEERED
CUSTOM PLASTICS (PA NOT SIGNED BY OIM); O.O. MALLEGG
(STC UNCERTAIN FOR HOW MANY COMPANIES); PETERS & CO.
INC. (CHECK BUT NO PA RECEIVED FROM SMITH & SCHMIDT
LTD, LONDON. THIS LEAD IS THE SAME AS DYNA INTERNATIONAL
IN OIM CABLES); H.D. SHELDON (PA CONTINUATION SHEET
MISSING); SWEETHEART PLASTICS; T & S BRASS & BRONZE.
THIS MAKES A TOTAL OF FOURTEEN RECEIVED PA'S.

B) PA'S RECEIVED OIM BUT NOT HERE: TRANS WORLD
SERVICES; VON SCHRADER COMPANY (OIM ALSO LISTS COMPANY
AS ONE TO BE SIGNED UP LOCALLY).

C) OIM AND STC VERBALS: AMERICAN POTATO LOCAL
RECONFIRMED 3/19; CLARK EQUIPMENT-OIM; HOBART MFG -
LOCAL RECONFIRMED 3/19; JUNOBOLAGEN - LOCAL FOR FIVE
COMPANIES; PAUL LEDERHAUSEN - LOCAL TWO PA'S FOR
EIGHT COMPANIES; MCGRAW-EDISON-OIM; R.I. FRENCH -
LOCAL 90 PERCENT VERBAL ACCORDING TO AGENT OR 3/19; THE
TONY TEAM, INC. - LOCAL; WALZAN - TO BE SIGNED UP HERE
3/24.

D) QUESTIONABLE STC VERBALS: AMERICAN LINCOLN'S
AGENT REFERS TO AGREEMENT EARLY JANUARY WHEN HE VISITED
W.D. CROOKS, V.P. MARKETING OF AMERICAN LINCOLN THAT US
COMPANY WOULD PAY AND PROCESS DOCUMENTS. WASH 4099 INDICATES
OPPOSITE, PLEASE CLARIFY. OSTINDIA HAS SIGNED
PA BUT NOT PAID FOR BUNN-O-MATIC, INTERNAL CHANGES MAKE
THIS VERBAL UNCERTAIN. THERNOFROST FOR KASON AND ARDCO -
SEE PARAGRAPH 1 THIS CABLE.

9. THE FOLLOWING REMAINING LEADS HAVE BEEN CONTACTED
AND ARE CONTINUOUSLY BEING FOLLOWED UP: RIDGE TOOL;
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AMERICAN DRYER; SOUTH BEND RANGE; EVERPURE;
ONEIDA; 3M; HOBART MFG.

10. INCLUDING PA'S AND OIM AND LOCAL VERBALS LISTED IN
PAR 8 C THE INDICATION IS 25 PARTICIPANTS FOR SOME
52 EXHIBITORS.

11. SPACE AVAILABILITY UNDER STUDY PENDING RECEIPT

EQUIPMENT DIMENSIONS, ETC. FROM FORMS NOT YET RECEIVED FROM ALL PARTICIPANTS THIS ONLY REASON WE CANNOT YET PLACE MAXIMUM LIMIT ON PA'S. WOULD HOPE TO ACCEPT MORE THAN 25 PA'S BUT STC WILL HOLD ANY NEW PROSPECTS OR WAITING LIST TO ENABLE OIM TO TAKE AN ADDITIONAL FEW IF YOU ARE UNDER PRESSURE TO LET MORE IN.

STRAUSZ-HUPE

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